

Message Text

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73

ACTION EB-11

INFO OCT-01 AF-10 ARA-16 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 L-03

SS-20 NSC-07 DRC-01 /089 W

----- 026616

R 241003Z MAY 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 4170

INFO AMEMBASSY DAKAR

AMEMBASSY KINSHASA

AMEMBASSY MONROVIA

AMEMBASSY NAIROBI

AMEMBASSY RIO DE JANEIRO

AMCONSUL CAPETOWN

AMEMBASSY PRETORIA

AMEMBASSY JOHANNESBURG

LIMITED OFFICIAL USE LAGOS 4563

E.O. 11652: N/A

TAGS: ETRN, NI

SUBJ: CIVAIR: PANAM'S FOURTH FREQUENCY TO NIGERIA

1. LOCAL PANAM REP PETER LEGRO HAS SUPPLIED EMBASSY WITH COPY OF LETTER TO PERMSEC, MINISTRY OF TRANSPORT, FORMALLY REQUESTING FOURTH PASSENGER FREQUENCY FOR PANAM THROUGH LAGOS. LETTER REQUESTS COMMENCEMENT DATE OF DECEMBER 1, 1974, AND SPECIFIES THAT ROUTE WOULD INCLUDE STOPS AT NEW YORK, DAKAR, ROBERTS FIELD, LAGOS, KINSHASA, AND NAIROBI.

2. BY ELIMINATING JOHANNESBURG FROM ITINERARY, PANAM HOPES TO DEFUSE POSSIBLE POLITICAL OBJECTIONS TO FOURTH FREQUENCY PROPOSALS. IN RESPONSE TO EMBASSY'S OBSERVATION THAT REQUEST FOR ADDITIONAL FREQUENCY MAY IN ANY CASE REFOCUS FMG ATTENTION ON EXISTING WEEKLY FLIGHT TO JOHANNESBURG, LEGRO INDICATED THAT THIS IS CALCULATED RISK PANAM FEELS IT MUST TAKE.

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3. ACCORDING TO LEGRO, PANAM STUDY HAS REVEALED THAT
ELIMINATING JOHANNESBURG FROM REQUESTED FOURTH FREQUENCY
WOULD COST AIRLINE ABOUT \$7 MILLION IN ANNUAL REVENUE.
HE INFORMS US IN CONFIDENCE THAT PANAM HOPES TO RECOUP
THIS LOSS THROUGH GENERAL REORGANIZATION OF AFRICAN ROUTES
THAT WOULD INCLUDE DIRECT FLIGHT RIO TO JOHANNESBURG.
AIRLINE IS REPORTEDLY IN FAIRLY ADVANCED STAGE OF
NEGOTIATIONS FOR THIS ROUTE.

4. COPY OF LEGRO'S LETTER TO MOT BEING POUCHED TO
DEPARTMENT.
REINHARDT

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Message Attributes

Automatic Decaptioning: X
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Concepts: CIVIL AVIATION, AIR ROUTES, NEGOTIATIONS
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Disposition Date: 28 MAY 2004
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Disposition Remarks:
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EO Systematic Review
30 JUN 2005

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